FLEETWOOD
WINDOWS & DOORS

Gold Dealer Application Cover

Please use your Adobe program to type in all information.

Date _____

Owner / Principal _____

Company Name _____

Address _____

City/State/Zip _____ / _____ / _____

Telephone _____

Email Address (Owner / Principal) _____

Email Address (Authorized Officer / Accounting) _____

Website Address _____

Fleetwood Use Only

Multiplier / Level _____

Sales Rep / Area _____

Date Approved _____

Approved By _____

Display Order # _____

Required Factory Visit Date _____

Required Forms

- ☐ This Cover
- ☐ Dealer Requirements
- ☐ Display Form

Note: Bronze and Silver dealers qualify for the minimum annual sales requirement in a rolling 12-month cycle and may therefore apply mid-year.

Email completed application to your Region Manager. You will be notified by Accounting when processed.

Dealer Requirements

1. The Dealer's principal business is reselling fenestration products, which must be reflected in every facet, e.g., website & showroom (open during normal business hours). Dealers must represent Fleetwood in a professional manner and displays must be current.

2. Product quotes must be presented in an unmodified Certified Proposal via factory[1] software (edits such as removing the total price are allowed to assist other project trades but only after contracts are signed). Authorized Dealers are required to maintain email addresses relative to the dealership name.

3. Dealers must meet or exceed sales* requirements every 12 months. Sales requirements are based on sales invoiced by Fleetwood to the dealer during the calendar year. For purposes of the sales requirement calculation, all past due balances will be deducted from a dealer's invoiced sales total. If not met, Dealer's status will drop one level and the Dealer can reapply after one-year. Platinum & Platinum Elite Dealers can reapply if their sales by May 31st exceed the annual requirement by 10%. The 12 months consider January- December sales of the previous year.

4. Dealers are precluded from:
    - Providing secretive rebates. Doing so will result in a loss of dealership and legal action.
    - Offering "Competing Products" (allowed for non-displaying dealers if promoted equally) and making unauthorized product changes.
    - Two-step selling to companies that qualify for a dealership (unless Authorized Dealer performs installation).
    - Selling outside the USA without approval by Fleetwood.
    - Revealing Dealer levels to the public.
    - Contacting Fleetwood regarding employment.

5. All orders must be serviced as determined by Fleetwood, regardless of location. If a Dealer sells Fleetwood Products for projects beyond 100 driving miles of the Dealer's showroom, the Dealer forfeits applicable factory field support since the project is outside the Dealer's sales territory. Fleetwood recommends ONLY experienced companies perform installation. Regardless, the Authorized Dealer is to monitor proper operation, fit and finish during/after installation. Spot checks with a level and laser are encouraged and required before any factory review of the installation.

6. Dealers can accept credit card payments but may wish to consider adjusting their pricing to reflect the credit card company charges.

7. If Dealer's violation of these requirements results in a move to the Bronze level, the Dealer must still fulfill all requirements of the previous level to be considered for reinstatement at a higher level. Dealers must proactively provide an updated application every 24 months and at Fleetwood's request. If the dealership ends, Dealer must wait 12 months to reapply. Displaying dealers are not allowed to move to Bronze by choice.

8. Additional showrooms must meet all current Dealer level requirements, with the exception of annual sales which is only required at 10% of the minimum. The level of all locations will move in unison either upward or downward. If the dealership is terminated, Dealer must return displays, freight prepaid. If not reusable (factory discretion) Dealer must pay the balance of the original discount. If additional showrooms are closed, the remaining dealership will pay the balance of discounted displays.

All Dealers are required to maintain awareness of all applicable Fleetwood policies, including the UMRP Policy and credit policy that are maintained and accessible on Fleetwood's website page for Dealers.

Fleetwood reserves the right to modify or terminate the Dealer Requirements, the Dealer Program, and/or a particular Dealer's participation, at any time.

The undersigned agrees to all terms and conditions of all documents signed or initialed as part of the Dealer Application package. Penalties range from a one-year drop in program level to loss of dealership. Dealer must comply with the previous level requirements during the demotion period and existing quotes will not be honored.

Name of Owner/Principal_____ Company Name _____

Address_____ City/State/Zip _____/____/_____

Phone _____ Email of Owner/Principal _____

Owner/Principal's Signature _____ SIGN HERE Date _____

_____

[1] Dealer acknowledges that the Snapshot/Snap-Cloud ordering software is proprietary to Fleetwood. Subject to all terms of this Agreement, Fleetwood grants to Dealer a nonexclusive, nontransferable license to use Snapshot for internal business uses only. Except as granted herein, Fleetwood retains all rights in Snapshot and no ownership is transferred to Dealer or any third party. Dealer shall reproduce, install, and operate Snapshot only on the authorized platform. Dealer shall not modify, or reverse engineer Snapshot. Dealer shall only distribute Snapshot to Dealer's employees who are registered to use the software. Dealer is responsible for all Snapshot orders. Fleetwood has no duty to investigate the use of Snapshot by Dealer or Dealer's personnel using Snapshot.

* As set forth on Fleetwood's website page for Dealers

Gold Dealer – Showroom Display Form (Display Floor Plan Required)

Note: Along with the products below, existing showroom displays must comply with the current requirements for the previous levels, e.g. Silver

1. **Sliding Door ($10.5k)**

- **Select Series: Series 3070 OR Series 3070-T**
- **Finish: BR1 – Class I Black Anodize**
- **Select Configuration: OXX OR XXO**
- N.F.D. 144” X 120”
- One MS Screen
- Archetype Narrow @ 46” (Black)
- Narrow Interlocker (No HP)
- Flush Stack (Archetype Narrow fixed stile)
- No Sill Risers
- ¾” Sill Pan
- Archetype Edge Pull on Screen and Glass Panel
- 1” Clear I.G. Tempered

2. **Hinged Door (5.25k)**

- **Series 3900-T - Inswing**
- **Select Finish: Clear Anodize OR Black Anodize**
- **Select: Hinge Location - Right OR Left**
- N.F.D. 48” X 120”
- Standard Hardware
- 1” Clear I.G. Tempered

Display Cost: 50% of the purchase cost will be credited back to the dealer account once the installed displays are factory approved. If the dealership is terminated or the showroom is closed, the dealer is to return displays, freight prepaid. If not reusable (factory discretion), the dealer is to pay the balance of the original discount.

Initial _____

NON-IMPACT MARKET DISPLAY FOOTPRINT

Office or Conference Room spaces are not allowed within 10'

